

# Monthly Indicators



## December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings were down 7.7 percent to 48. Pending Sales increased 77.6 percent to 87. Inventory shrank 25.1 percent to 203 units.

Prices were still soft as Median Sales Price was down 11.9 percent to \$110,000. Days on Market increased 23.5 percent to 100. Months Supply of Homes for Sale was down 27.8 percent to 2.6 months.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

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## Quick Facts

<b>+ 14.9%</b>	<b>- 11.9%</b>	<b>- 25.1%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>

This is a research tool provided by the Tuscarawas County Board of REALTORS®. Percent changes are calculated using rounded figures.



# Market Overview – Tuscarawas County

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



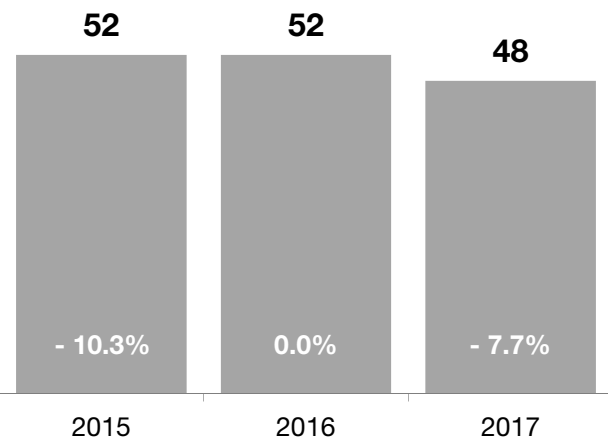
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		52	48	- 7.7%	1,187	1,157	- 2.5%
<b>Pending Sales</b>		49	87	+ 77.6%	913	941	+ 3.1%
<b>Closed Sales</b>		67	77	+ 14.9%	935	900	- 3.7%
<b>Days on Market</b>		81	100	+ 23.5%	91	86	- 5.5%
<b>Median Sales Price</b>		\$124,900	\$110,000	- 11.9%	\$118,000	\$122,000	+ 3.4%
<b>Average Sales Price</b>		\$132,672	\$127,956	- 3.6%	\$129,221	\$134,486	+ 4.1%
<b>Pct. of Orig. Price Received</b>		93.5%	92.3%	- 1.3%	93.5%	93.1%	- 0.4%
<b>Housing Affordability Index</b>		192	228	+ 18.8%	204	206	+ 1.0%
<b>Inventory of Homes for Sale</b>		271	203	- 25.1%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.6	2.6	- 27.8%	--	--	--

# New Listings

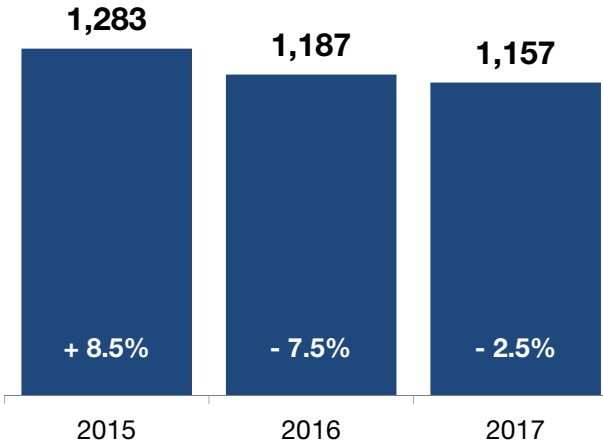
A count of the properties that have been newly listed on the market in a given month.



## December



## Year to Date



	New Listings	Prior Year	Percent Change
January 2017	66	71	-7.0%
February 2017	78	83	-6.0%
March 2017	115	111	+3.6%
April 2017	107	131	-18.3%
May 2017	113	111	+1.8%
June 2017	137	124	+10.5%
July 2017	112	86	+30.2%
August 2017	111	133	-16.5%
September 2017	111	96	+15.6%
October 2017	89	107	-16.8%
November 2017	70	82	-14.6%
<b>December 2017</b>	<b>48</b>	<b>52</b>	<b>-7.7%</b>
12-Month Avg	96	99	-3.0%

## Historical New Listings by Month



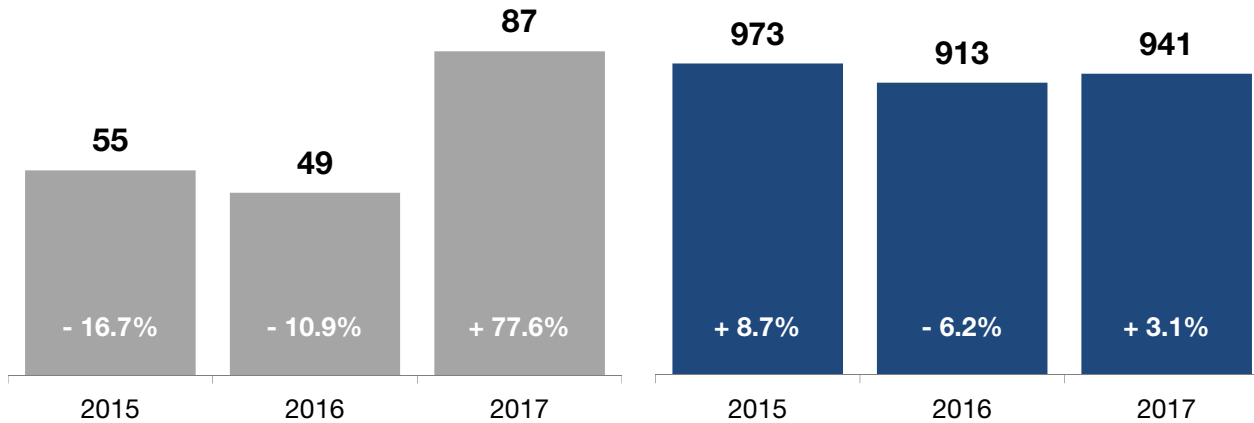
# Pending Sales

A count of the properties on which offers have been accepted in a given month.



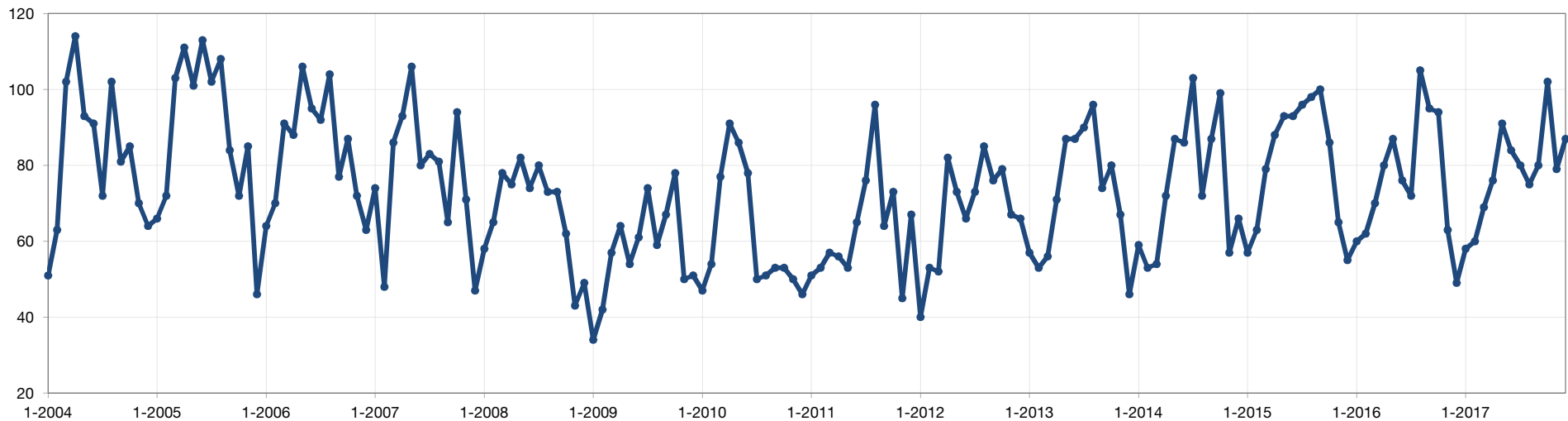
## December

## Year to Date



Pending Sales	Prior Year	Percent Change	
January 2017	58	60	-3.3%
February 2017	60	62	-3.2%
March 2017	69	70	-1.4%
April 2017	76	80	-5.0%
May 2017	91	87	+4.6%
June 2017	84	76	+10.5%
July 2017	80	72	+11.1%
August 2017	75	105	-28.6%
September 2017	80	95	-15.8%
October 2017	102	94	+8.5%
November 2017	79	63	+25.4%
<b>December 2017</b>	<b>87</b>	<b>49</b>	<b>+77.6%</b>
12-Month Avg	78	76	+2.6%

## Historical Pending Sales by Month

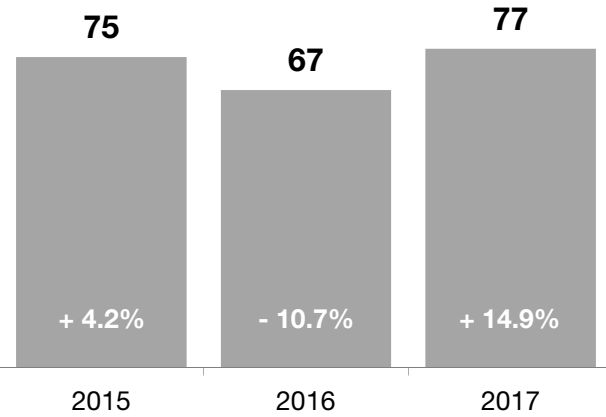


# Closed Sales

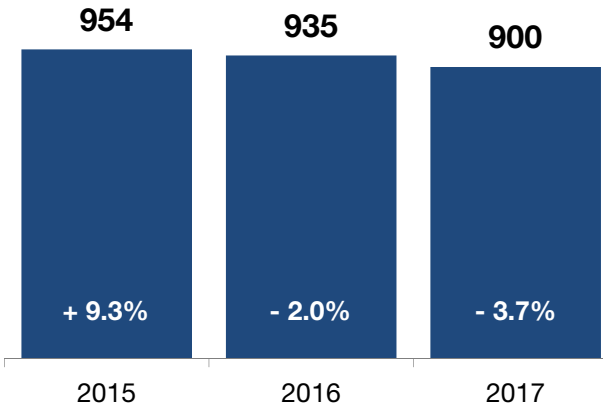
A count of the actual sales that closed in a given month.



## December

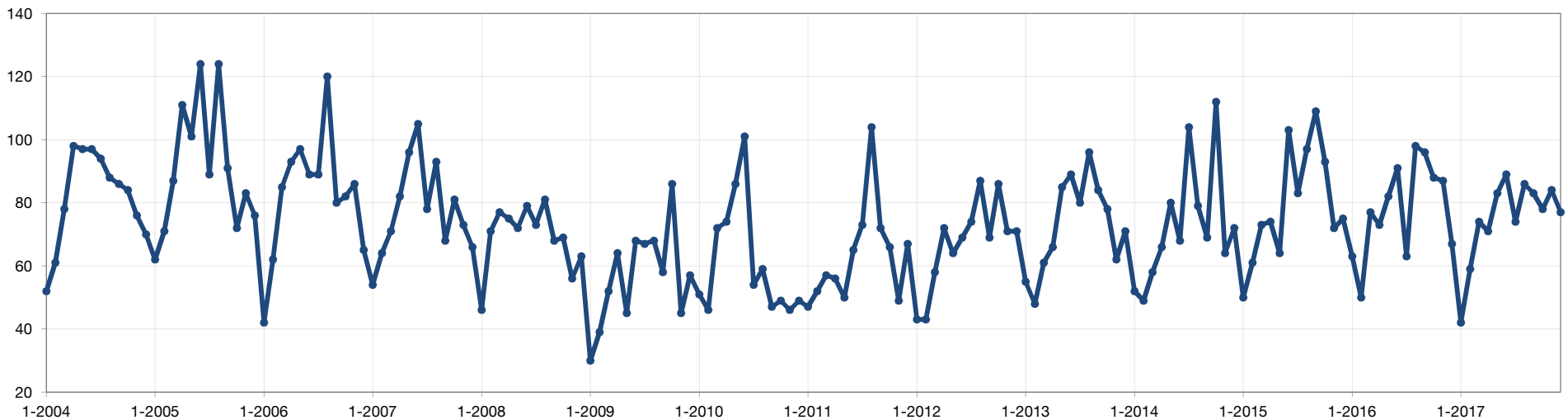


## Year to Date



Closed Sales		Prior Year	Percent Change
January 2017	42	63	-33.3%
February 2017	59	50	+18.0%
March 2017	74	77	-3.9%
April 2017	71	73	-2.7%
May 2017	83	82	+1.2%
June 2017	89	91	-2.2%
July 2017	74	63	+17.5%
August 2017	86	98	-12.2%
September 2017	83	96	-13.5%
October 2017	78	88	-11.4%
November 2017	84	87	-3.4%
<b>December 2017</b>	<b>77</b>	<b>67</b>	<b>+14.9%</b>
12-Month Avg	75	78	-3.8%

## Historical Closed Sales by Month



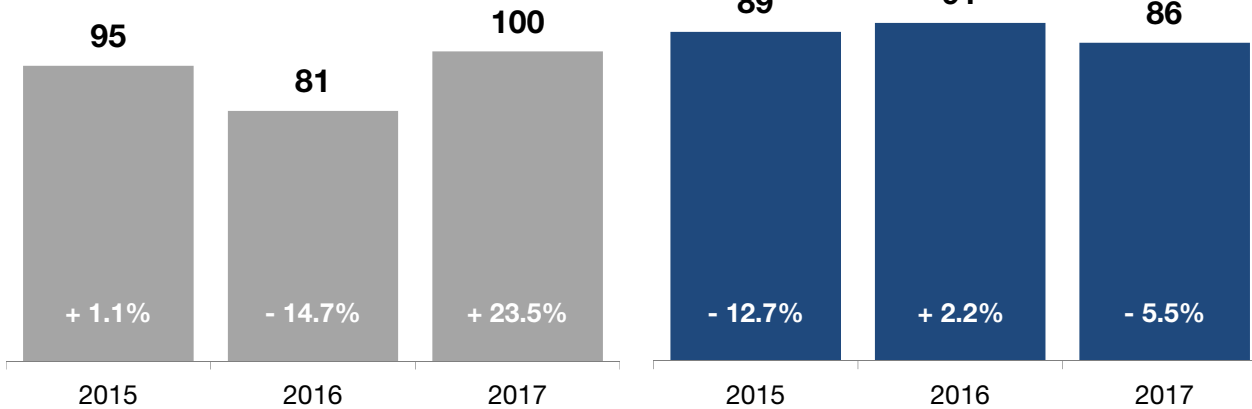
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

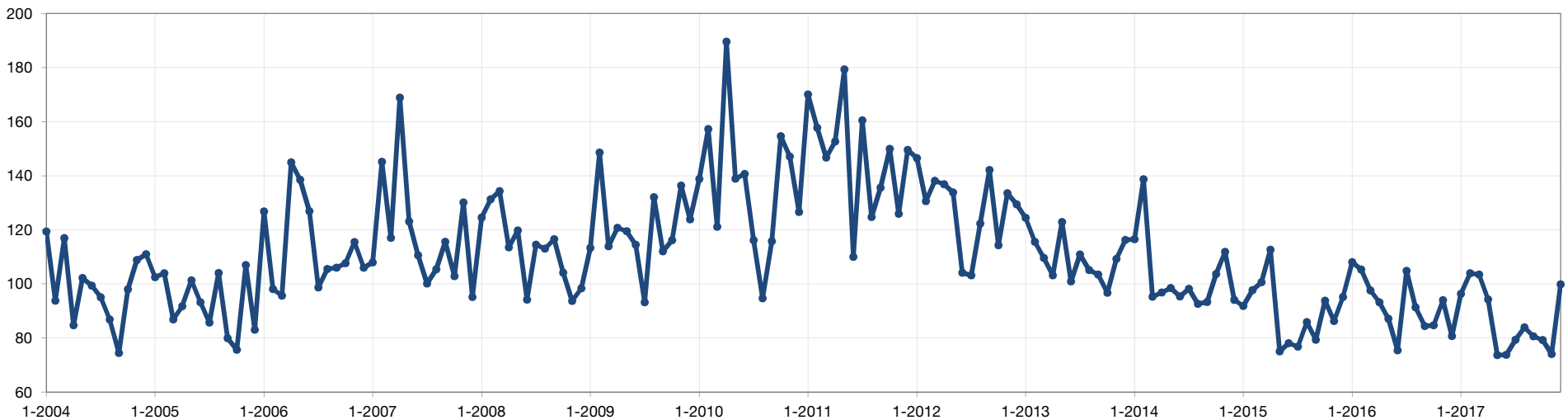
## Year to Date



Month	Days on Market	Prior Year	Percent Change
January 2017	96	108	-11.1%
February 2017	104	105	-1.0%
March 2017	103	98	+5.1%
April 2017	94	93	+1.1%
May 2017	74	87	-14.9%
June 2017	74	75	-1.3%
July 2017	79	105	-24.8%
August 2017	84	91	-7.7%
September 2017	81	84	-3.6%
October 2017	79	85	-7.1%
November 2017	74	94	-21.3%
<b>December 2017</b>	<b>100</b>	<b>81</b>	<b>+23.5%</b>
12-Month Avg*	86	91	-5.5%

\* Days on Market for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

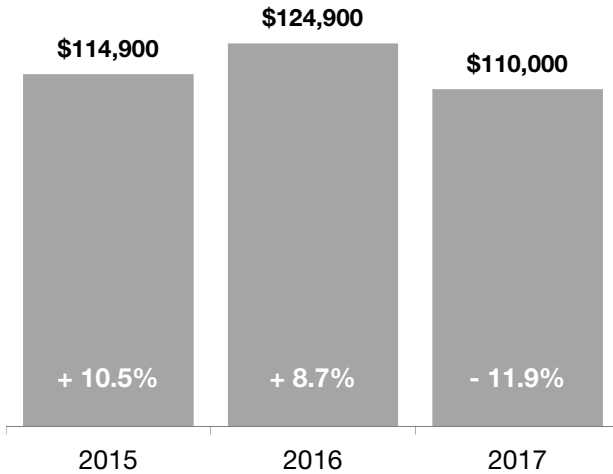


# Median Sales Price

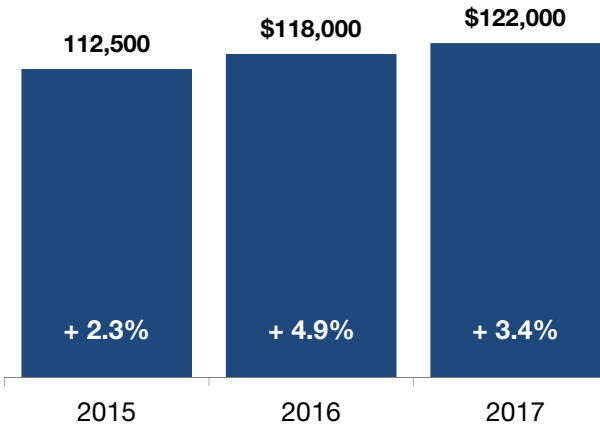
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



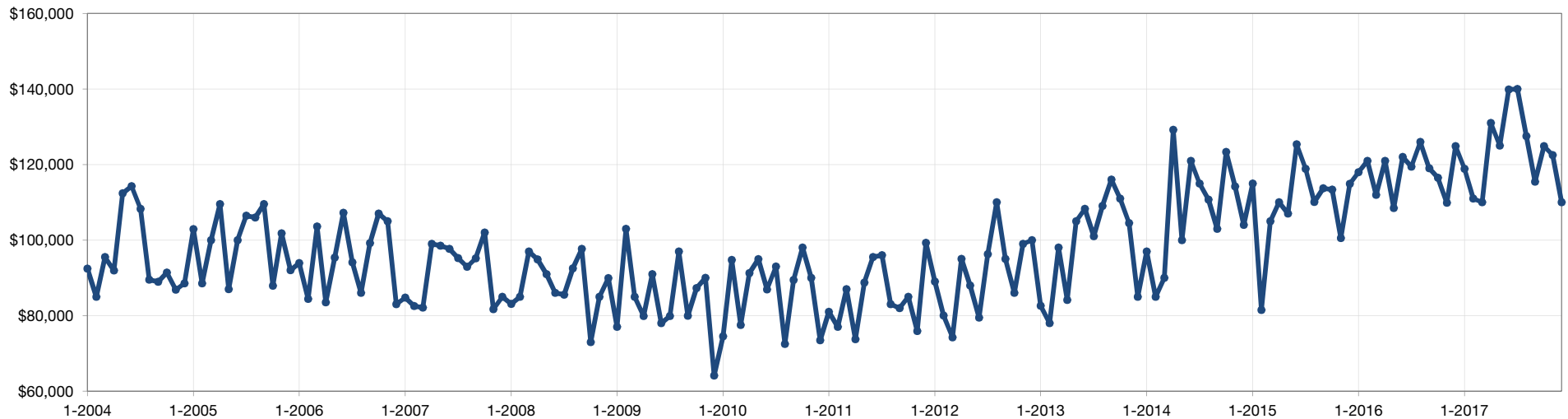
## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2017	\$118,900	\$118,000	+0.8%
February 2017	\$111,000	\$121,000	-8.3%
March 2017	\$110,000	\$112,000	-1.8%
April 2017	\$131,000	\$120,950	+8.3%
May 2017	\$125,000	\$108,480	+15.2%
June 2017	\$139,900	\$122,000	+14.7%
July 2017	\$140,000	\$119,450	+17.2%
August 2017	\$127,500	\$126,000	+1.2%
September 2017	\$115,450	\$119,000	-3.0%
October 2017	\$124,900	\$116,500	+7.2%
November 2017	\$122,500	\$109,900	+11.5%
<b>December 2017</b>	<b>\$110,000</b>	<b>\$124,900</b>	<b>-11.9%</b>
12-Month Avg*	\$122,000	\$118,000	+3.4%

\* Median Sales Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



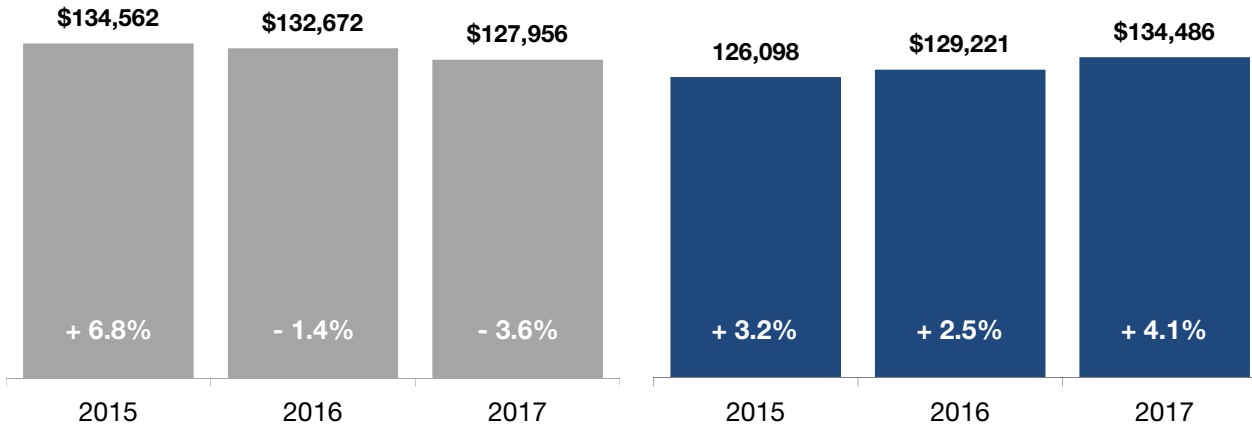
# Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

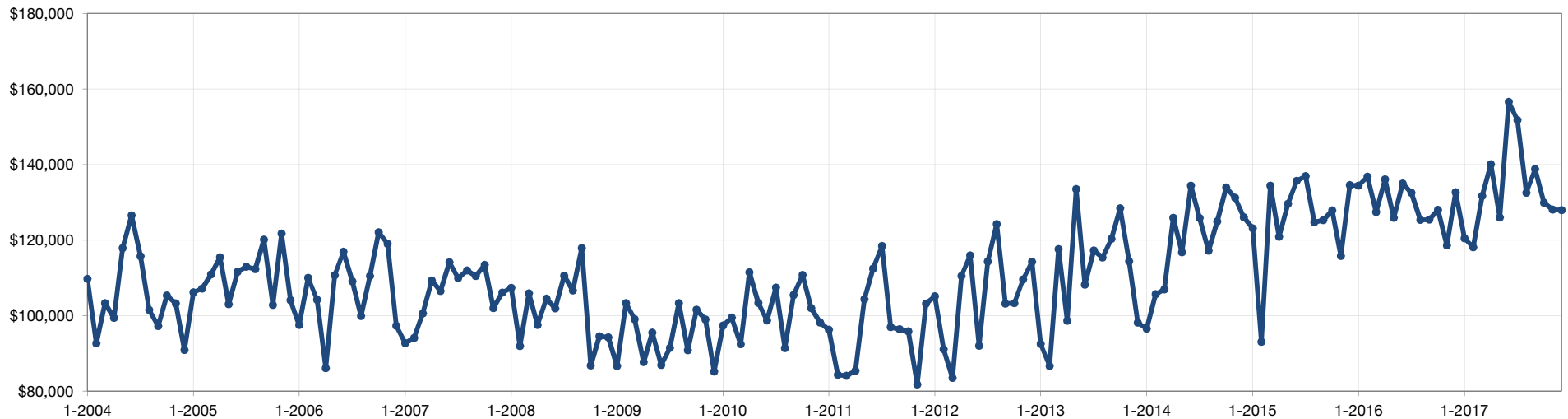
## Year to Date



	Average Sales Price	Prior Year	Percent Change
January 2017	\$120,483	\$134,428	-10.4%
February 2017	\$118,124	\$136,753	-13.6%
March 2017	\$131,672	\$127,414	+3.3%
April 2017	\$140,093	\$136,101	+2.9%
May 2017	\$125,940	\$125,905	+0.0%
June 2017	\$156,618	\$134,959	+16.0%
July 2017	\$151,814	\$132,529	+14.6%
August 2017	\$132,520	\$125,334	+5.7%
September 2017	\$138,797	\$125,427	+10.7%
October 2017	\$129,879	\$128,008	+1.5%
November 2017	\$128,099	\$118,602	+8.0%
<b>December 2017</b>	<b>\$127,956</b>	<b>\$132,672</b>	<b>-3.6%</b>
12-Month Avg*	\$134,486	\$129,221	+4.1%

\* Average Sales Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





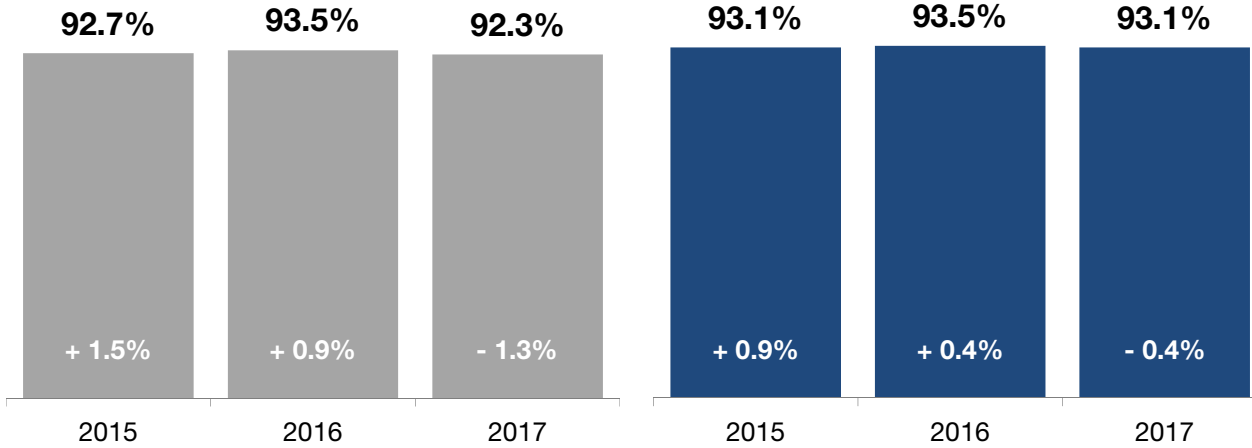
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

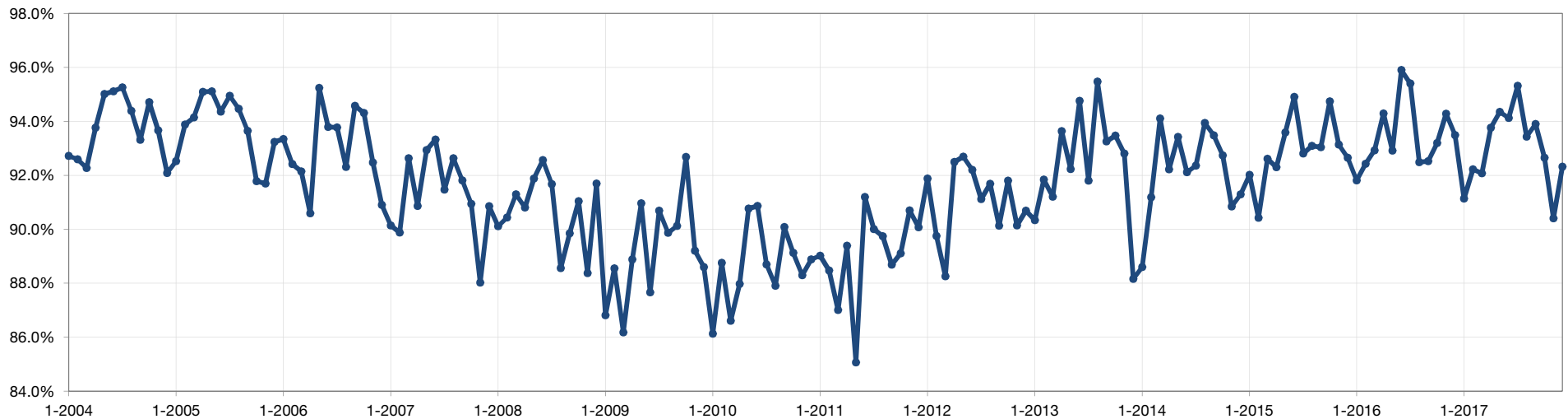
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2017	91.1%	91.8%	-0.8%
February 2017	92.2%	92.4%	-0.2%
March 2017	92.1%	92.9%	-0.9%
April 2017	93.8%	94.3%	-0.5%
May 2017	94.4%	92.9%	+1.6%
June 2017	94.1%	95.9%	-1.9%
July 2017	95.3%	95.4%	-0.1%
August 2017	93.4%	92.5%	+1.0%
September 2017	93.9%	92.5%	+1.5%
October 2017	92.7%	93.2%	-0.5%
November 2017	90.4%	94.3%	-4.1%
<b>December 2017</b>	<b>92.3%</b>	<b>93.5%</b>	<b>-1.3%</b>
12-Month Avg*	93.1%	93.5%	-0.4%

\* Pct. of Orig. Price Received for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



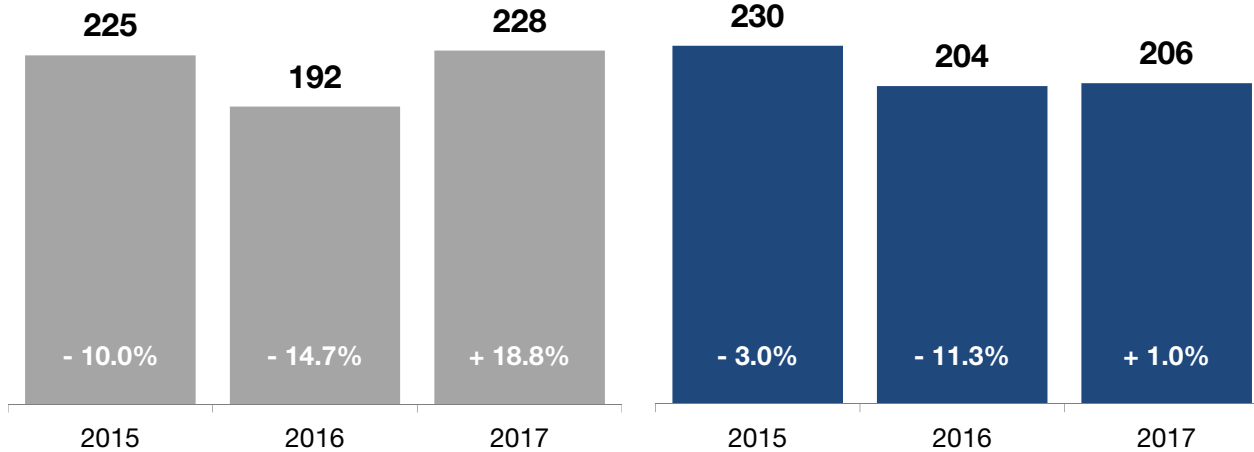
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



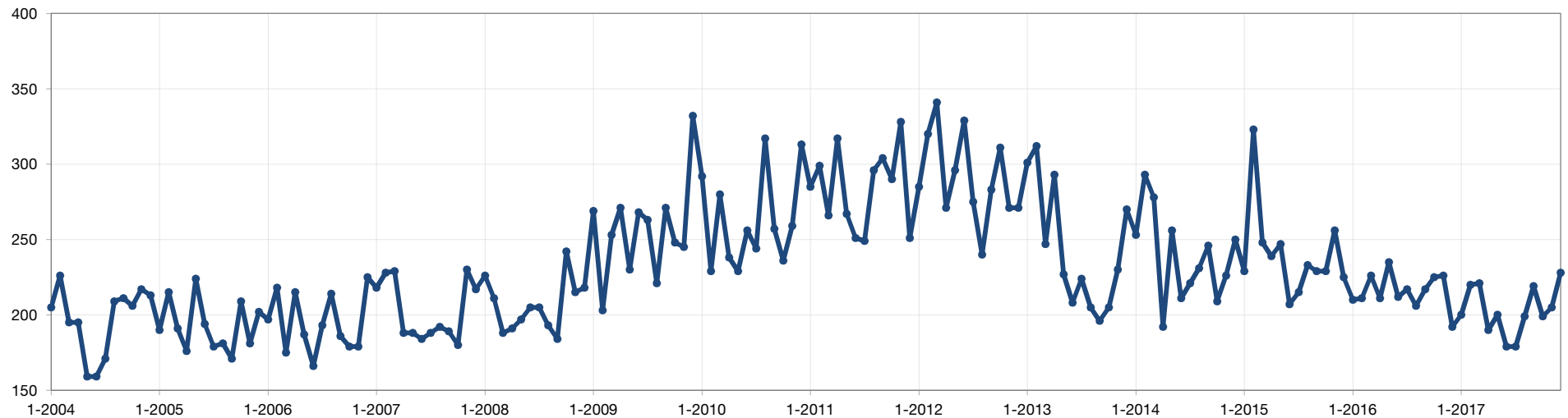
## December

## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2017	200	210	-4.8%
February 2017	220	211	+4.3%
March 2017	221	226	-2.2%
April 2017	190	211	-10.0%
May 2017	200	235	-14.9%
June 2017	179	212	-15.6%
July 2017	179	217	-17.5%
August 2017	199	206	-3.4%
September 2017	219	217	+0.9%
October 2017	199	225	-11.6%
November 2017	205	226	-9.3%
<b>December 2017</b>	<b>228</b>	<b>192</b>	<b>+18.8%</b>
12-Month Avg	203	216	-6.0%

## Historical Housing Affordability Index by Month

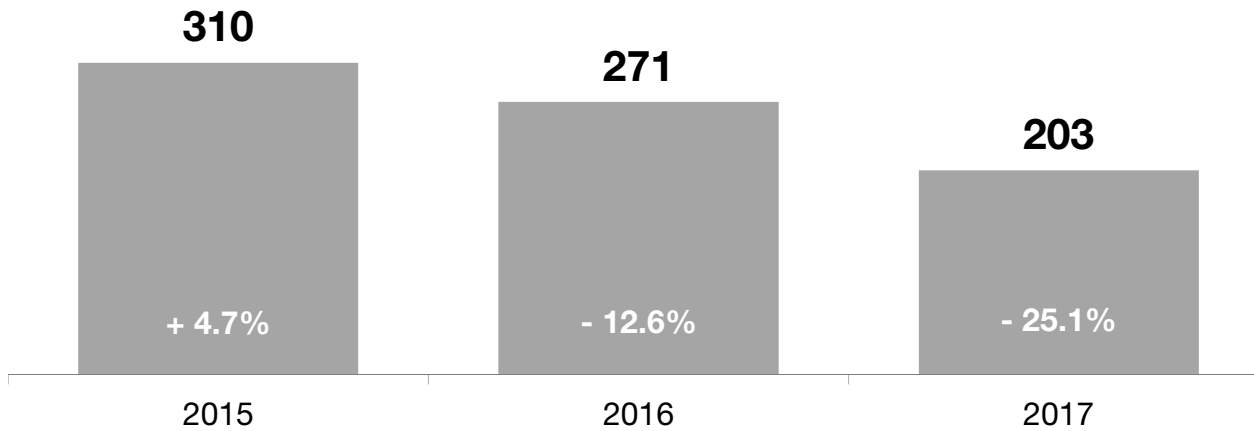


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



## December



	Homes for Sale	Prior Year	Percent Change
January 2017	260	294	-11.6%
February 2017	262	284	-7.7%
March 2017	283	303	-6.6%
April 2017	292	340	-14.1%
May 2017	301	339	-11.2%
June 2017	334	353	-5.4%
July 2017	346	348	-0.6%
August 2017	358	348	+2.9%
September 2017	365	326	+12.0%
October 2017	316	307	+2.9%
November 2017	276	296	-6.8%
<b>December 2017</b>	<b>203</b>	<b>271</b>	<b>-25.1%</b>
12-Month Avg	300	317	-5.4%

## Historical Inventory of Homes for Sale by Month

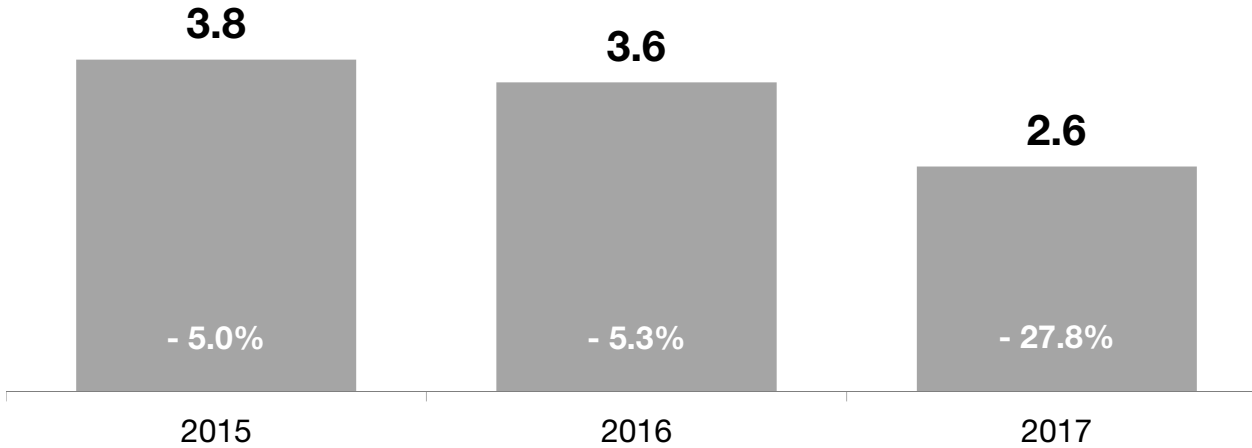


# Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## December



Months Supply		Prior Year	Percent Change
January 2017	3.4	3.6	-5.6%
February 2017	3.5	3.5	0.0%
March 2017	3.7	3.8	-2.6%
April 2017	3.9	4.3	-9.3%
May 2017	4.0	4.3	-7.0%
June 2017	4.4	4.5	-2.2%
July 2017	4.5	4.6	-2.2%
August 2017	4.8	4.5	+6.7%
September 2017	5.0	4.3	+16.3%
October 2017	4.3	4.0	+7.5%
November 2017	3.7	3.9	-5.1%
<b>December 2017</b>	<b>2.6</b>	<b>3.6</b>	<b>-27.8%</b>
12-Month Avg*	4.0	4.1	-2.4%

\* Months Supply for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

